Executive Summary Report

Appraisal Date 1/1/05 - 2006 Assessment Roll

Specialty Name: Hotels/Motels

Sales – Improved Analysis Summary:

Number of Sales: 48

Range of Sales Dates: 2/2002 – 5/2005

Sales – Rati	Sales – Ratio Study Summary:								
	Improved Value	Sale Price	Ratio	COV					
2004 Value	\$5,051,500	\$6,049,900	83.50%	14.36%					
2005 Value	\$5,795,600	\$6,049,900	95.80%	7.92%					
Change	+\$744,100		+12.30%	-6.44%					
% Change	+14.73%		+14.73%	-44.85%					

^{*}COV is a measure of uniformity, the lower the number the better the uniformity. The negative figures of -6.44% and -44.85% actually represent an improvement.

Sales used in Analysis: 48 sales were verified as open-market transactions and considered in the valuation. Multi-parcel sales verified as good were used, displaying a total value for all parcels in the sale.

Population - Parcel Summary Data:

	Land	Imps	Total
2004 Value	\$537,726,300	\$1,616,042,100	\$2,153,768,400
2005 Value	\$575,685,300	\$1,659,842,395	\$2,235,527,695
Percent Change	+7.06%	+2.71%	+3.80%

Number of Parcels in the Population: 301

Conclusion and Recommendation:

The values recommended in this report reflect the market in 2004. With the travel industry experiencing a rebound, the occupancy increased in most of the major hotels/motels. Recognizing the higher occupancy resulted in more income attributable to the properties, which resulted in some higher values. We will continue to further monitor this industry as the recovery is ongoing and people are traveling again.

Analysis Process

Specialty

Specialty Area – 160 - Hotels/Motels

Highest and Best Use Analysis

As if vacant: Market analyses of the area, together with current zoning and current and anticipated use patterns, indicate the highest and best use of the land.

As if improved: Based on neighborhood trends, both demographic and current development patterns, the existing buildings represent the highest and best use of most sites. The existing use will continue until land value, in its highest and best use, exceeds the sum of value of the entire property in its existing use and the cost to remove the improvements. We find that the current improvements do add value to the property, in most cases, and therefore are the highest and best use of the property as improved. In those properties where the property is not at its highest and best use a token value of \$1,000.00 is assigned to the improvements.

Standards and Measurement of Data Accuracy:

Special Assumptions, Departures and Limiting Conditions

The sales comparison, income and cost approaches to value were considered for this mass appraisal valuation.

The following Departmental guidelines were considered and adhered to:

- ♣ Sales from 2/2002 to 5/2005 (at minimum) were considered in all analyses.
- No market trends (market condition adjustments, time adjustments) were applied to sales prices. Models were developed without market trends. The utilization of two years of market information without time adjustments averaged any net changes over that time period.
- **This report intends to meet the requirements of the Uniform Standards of Professional Appraisal** Practice, Standard 6.

Identification of the Area

Name or Designation: Hotels/Motels

Boundaries: All Hotels/Motels in King County

All hotels have been physically inspected and photographed in the past five years. New hotels were inspected and their data and photographs were entered into the system. All hotels were checked for accuracy of characteristics. Current photographs were also taken.

Maps:

A general map of the area is included in this report. More detailed Assessor's maps are located on the 7th floor of the King County Administration Building.

Area Description:

Market Regions:

The Hotel Specialty has been segmented into four market regions for King County. The following is a brief description of each market region.

Downtown Hotels & Motels – 160-10

This is primarily the Seattle CBD geographic boundary. The region extends from Lower Queen Anne on the north to Safeco Field on the south, from Puget Sound on the west to Lake Washington on the East. There are presently 68 hotels and motels in this area.

Greater Eastside Hotels & Motels – 160-20

This region is comprised of all properties located east of Lake Washington from the Bellevue city limits all the way north to the county line. This includes Mercer Island, Bellevue, Issaquah, North Bend, Snoqualmie, Kirkland, Redmond, Woodinville, and Bothell. There are 48 hotels and motels in this region.

Northend Hotels & Motels – 160-30

All properties west of Lake Washington and from the University District north are in this region. Most of the motels are located along the Aurora Strip. There are 48 hotels and motels in this area.

Southend Hotels & Motels – 160-40

Properties located within West Seattle, Renton, Tukwila, Southcenter, Kent, SeaTac, Auburn, and Federal Way generally describe this region. A majority of the hotels and motels are along Pacific Highway S., also called International Blvd. S, and Highway 167. This is the largest market region with over 137 hotels and motels.

Hotel & Motel Types:

Hotels and motels have been segregated into two major types. Several models have been made for each type based on room rate and number of rooms. The following is a brief description of each type of hotel or motel.

Economy/Limited-Service Hotels/Motels

Hotels with "rooms only" operation and no food and beverage except possibly continental breakfast. They have lower-tier pricing and do not offer restaurant, lounge, or banquet service. Most limited-service hotels are very dependent on their chain affiliation for consumer recognition, reservation contribution, and a perception of quality. There are three models for this category. One model for a room rate of under \$50.00, another model for room rates of \$50.00 to \$70.00, and one more model for over a \$70.00 room rate.

Full-Service Hotels/Motels

Hotels with restaurant and lounge facilities, meeting space, and a minimum service and amenities level; moderate to lower upper-tier pricing. Also includes high-quality hotels offering personalized guest services typically with extensive amenities; upper-tier pricing; includes even four and five-star resorts. There are five models for this category of hotel. The first three models are for hotels with less than 125 rooms. The first model is for room rates under \$70.00, the second for room rates \$70 to \$100, the third for room rates over \$100. The fourth model is for room rates over \$75 with 125-200 rooms, and the fifth model for room rates over \$75 and over 200 rooms.

Economic Conditions

Limited-service lodgings have a greater dependence on leisure travelers. Full-service lodgings rely heavily on the business travel market. Improved economic conditions along with business optimism were a few leading causes for the recovery in both leisure and corporate travel this past year.

Since September 11, 2001, when the lodging industry experienced the worst conditions in many years, the hotel markets have gradually recovered shedding off the effects of the event. In 2003 SARS (severe acute respiratory syndrome) had a negative affect on travel; however, the improved economy of 2004, along with more confidence has once again rallied the travel industry. Seattle is currently experiencing a lodging industry recovery. Increased revenues and occupancy rates in the hotel sector allowed for better financial performance of existing properties. Occupancy and room rates have strengthened in 2004. The upturn is expected to continue through 2005 and even increase in 2006.

Three major hotel sales occurred this past year. The Red Lion in Bellevue sold for \$11,500,000 at \$63,500 per room. The Holiday Inn Sea Tac sold for \$14,487,100 at \$57,180 per room. The Marriot Redmond Town Center sold for \$55,557,000 at \$212,050 per room. There were a total of 21 hotel/motel sales in 2004 and so far, a total of 5 sales in 2005.

A new Silver Cloud Hotel is being built on 1st Ave S., next to Safeco Field. A new Courtyard by Marriott in downtown Bellevue should be operating by late summer 2005. Also, Lincoln Square in downtown Bellevue will have a new Westin hotel that will include hotel-condos. A new 106 room hotel is also slated for downtown Kirkland though construction has not begun yet.

The concept of hotel condos has finally reached Seattle. These condominiums enjoy all the perks of luxury hotels: concierge, spa-style bathrooms, room service, etc. In downtown Seattle there are four new hotel/condominium projects: one South of Lake Union on Westlake Ave and Denny Way with prices starting at \$250,000 for a studio and \$2,000,000 plus for a penthouse. Another condo-hotel is the Hotel 1000 on 1st Ave S. and Madison St. with one bedroom units starting at \$545,000 and two bedroom units that will be sold for up to \$2,255,000. The Four Seasons is also slotted to be built in Pike's Place Market. Towards the end of 2005, a yet unnamed 35 story hotel with condominium units on the top levels will begin construction on 8th Ave and Olive Way.

Preliminary Ratio Analysis

A Ratio Study was done June 6, 2005 with 2004 assessed values.

The study included sales of improved parcels and showed a COV of 14.36%.

An additional Ratio Study was completed using the recommended values for 2005. The results are included in the validation section of this report and show a change in the COV from 14.36% to 7.92%.

Land Value

Land Sales, Analysis, Conclusions

The respective geographic appraiser valued land.

A list of vacant sales used and those considered not reflective of market are included in the geographic appraiser's reports.

Improved Parcel Total Values:

Sales comparison approach model description

The model for sales comparison was based on several data sources from the Assessor's records; whether a full or limited service hotel, number of rooms, year built, sale date, sale price, and sale price per room. A search was made on data that most closely fit a subject property within each geographic area. All sales were verified if possible by calling either the purchaser or seller, inquiring in the field, or calling the real estate agent. Characteristic data was verified for all sales if possible. Sales are listed in the attached "Hotel Sales" report.

Sales comparison calibration

After an initial search for comparable sales within each geographic area a search is made in neighboring areas and expands to include all of the county and nation if necessary.

Cost approach model description

A cost approach was done on all hotels and motels with an automated Marshall & Swift Commercial Estimator. Depreciation was also based on studies done by Marshall & Swift Valuation Service. The cost was adjusted to the western region and the Seattle area.

Cost calibration

Each appraiser valuing by cost can individually calibrate Marshall-Swift valuations to specific buildings in our area by accessing the computerized valuation model supplied by Marshall & Swift.

Income capitalization approach model description

Eight income models were developed for income capitalization of hotels/motels. Each model is specific and is used for any hotel/motel depending on number of rooms, average daily rate, full, or limited service. All expenses used in the eight models were obtained from industry averages compiled by PKF (PKF-Trends in the Hotel Industry-2004 Edition). Model examples are contained in the Sample Worksheet Section.

Income approach calibration

Each hotel and motel was valued on an individual basis. All values were then reviewed and calibrated to market tendencies.

Reconciliation and or validation study of calibrated value models including ratio study of hold out samples.

All parcels were individually reviewed by the specialty appraiser for correctness before the final value was selected.

Model Validation

Total Value Conclusions, Recommendations and Validation:

Appraiser judgment prevails in all decisions regarding individual parcel valuation. Each parcel is field reviewed and a value selected based on general and specific data pertaining to the parcel, the neighborhood, and the market. The Appraiser determines which available value estimate may be appropriate and may adjust particular characteristics and conditions as they occur in the valuation area.

The Specialty Appraiser recommends application of the Appraiser selected values, as indicated by the appropriate model or method.

Application of the recommended values for the 2005 assessment year (taxes payable in 2006) results in an average total change from the 2004 assessments of +3.80%. This slight increase is primarily due to the recovery of the hotel market in 2004.

Note: More details and information regarding aspects of the valuations and the report are retained in the working files and folios kept in the appropriate district office.

Improvement Ratio Study (Before Revalue) 2004 Assessments

Quadrant/Crew:	Lien Date:	Date:		Sales Dat	es:	
East Crew	1/1/2004	6/6/2005		1/1/02 -	05/31/0	5
Area	Appr ID:	Prop Type:		Trend use	ed?: Y / N	
160	RUPE	Improvement		N		
SAMPLE STATISTICS		•				
Sample size (n)	48				ļ.	
Mean Assessed Value	5,051,500	Ī	Ratio F	requency		
Mean Sales Price	6,049,900	1				
Standard Deviation AV	11,079,205	30 —				————
Standard Deviation SP	13,693,928	T				
		25 -				
ASSESSMENT LEVEL						
Arithmetic mean ratio	0.908	20 -				
Median Ratio	0.948	Axis Tilt5e				
Weighted Mean Ratio	0.835				24	
		10 -			-	
UNIFORMITY		T I				
Lowest ratio	0.4587	5 -		9	8	
Highest ratio:	1.1314	T	2	3		[
Coeffient of Dispersion	8.91%	0 +0+		0 	· · · · · ·	0 1 0 1
Standard Deviation	0.1305	0	0.2 0.4		1 1.2	1.4
Coefficient of Variation	14.36%	Ī		Ratio		
Price-related Differential	1.09					
RELIABILITY						
95% Confidence: Median						
Lower limit	0.906					
Upper limit	0.973	These figure	s reflect mea	surements	before	
95% Confidence: Mean		posting new				
Lower limit	0.872	. 0				
Upper limit	0.945					J
SAMPLE SIZE EVALUATION						
N (population size)	301					
B (acceptable error - in decimal)	0.05					
S (estimated from this sample)	0.1305					
Recommended minimum:	25					
Actual sample size:	48					
Conclusion:	OK					
NORMALITY						
Binomial Test						
# ratios below mean:	19					
# ratios above mean:	29					
z:	1.299038106					
Conclusion:	Normal*					
*i.e., no evidence of non-normality	/					

Improvement Ratio Study (After Revalue) 2005 Assessments

Quadrant/Crew:	Lien Date:	Date:		Sales Date	es:
East Crew	1/1/2005	6/13/2005		1/1/02 -	05/31/05
Area	Appr ID:	Prop Type:		Trend us	ed?: Y/N
160-000	RUPE	Improveme	ent	N	
SAMPLE STATISTICS		•			
Sample size (n)	48			_	
Mean Assessed Value	5,795,600	1	Ratio I	Frequency	
Mean Sales Price	6,049,900	1			
Standard Deviation AV	13,040,630	35			
Standard Deviation SP	13,693,928	30 -			
ASSESSMENT LEVEL		25			
Arithmetic mean ratio	0.966	25 -			
Median Ratio	0.900	20 -			
Weighted Mean Ratio	0.978	Axis Title			
vveigineu ivieaii Ralio	0.936	'5			<u> </u>
UNIFORMITY		10 -			
Lowest ratio	0.6825	5 -			12
Highest ratio:	1.1497	1 1		4	
Coeffient of Dispersion	5.37%	0 +0+0		0 0 0	10.0.0
Standard Deviation	0.0765	0	0.2 0.4	0.6 0.8	1 1.2 1.4
Coefficient of Variation	7.92%	Ī		Ratio	
Price-related Differential	1.01				
RELIABILITY					
95% Confidence: Median					
Lower limit	0.943				
Upper limit	0.998	These figures	reflect measu	urements a	fter_
95% Confidence: Mean		posting new va	alues.		
Lower limit	0.944				
Upper limit	0.987				
SAMPLE SIZE EVALUATION					
N (population size)	301				
B (acceptable error - in decimal)	0.05				
S (estimated from this sample)	0.0765				
Recommended minimum:	9				
Actual sample size:	48				
Conclusion:	OK .s				
NORMALITY					
Binomial Test					
# ratios below mean:	19				
# ratios above mean:	29				
Z:	1.299038106				
Conclusion:	Normal*				
*i.e., no evidence of non-normality					

Improvement Sales Used for Hotels – Specialty 160

											Par.	Ver.
Area	Nbhd	Major		Total NRA	E#	Sale Price	Sale Date	SP / NRA	Property Name	Zone	Ct.	Code
160	040	080000	0049	-,	1890746	\$2,931,000	06/07/02	\$67.80	TRAVELODGE SUITES	C3	1	Υ
160	040	080000	0049	43,233	2091174	\$3,309,900	12/16/04	\$76.56	TRAVELODGE SUITES	C3	1	Υ
160	040	000660	0036		1895479	\$2,344,992	06/27/02	\$67.82	LA QUINTA INN SEATTLE SOUTH-P		3	Υ
160	040	001250	0030	15,648	1966173	\$1,400,000	06/12/03	\$89.47	KINGS MOTEL	HBC	1	Υ
160	040	004000	0190	7,586	1981588	\$1,219,480	08/15/03		BOUVELARD MOTEL	NCC	1	Υ
160	020	011410	1232	0	1897250	\$578,000	07/09/02	\$0.00	WAGON WHEEL MOTEL	RB	2	Υ
160	040	042104	9259	9,740	1958655	\$1,100,000	05/15/03	\$112.94	FEDERAL WAY MOTEL	BC	1	Υ
160	010	066000	0010	18,000	1967264	\$4,050,000	05/28/03	\$225.00	KINGS INN	DMC-240	1	Υ
160	040	092104	9328	98,529	2073762	\$12,863,000	09/24/04	\$130.55	COURTYARD BY MARRIOTT-FEDE	CC	1	Υ
160	040	092204	9036	6,260	2042855	\$790,000	05/27/04	\$126.20	NEW WEST MOTEL	CB	1	Υ
160	030	099300	1685	9,905	1982749	\$815,000	08/22/03	\$82.28	WAY WEST MOTEL	C1-65	1	Υ
160	020	112405	9082	28,910	2121155	\$4,836,289	05/04/05	\$167.29	DAY'S INN BELLEVUE	CB	1	Υ
160	040	152204	9046	6,140	1889070	\$1,100,000	05/24/02	\$179.15	CENTURY MOTEL	GC	1	Υ
160	040	172104	9078	999	1964803	\$1,600,000	06/06/03	\$1,601.60	FEDERAL WAY TRAVELODGE	BC	1	Υ
160	040	172104	9078	18,573	2073239	\$1,600,000	09/24/04	\$86.15	FEDERAL WAY TRAVELODGE	BC	1	Υ
160	040	192105	9007	8,814	2067713	\$920,000	08/19/04	\$104.38	AUBURN MOTEL	C3	1	Υ
160	040	202104	9055	39,673	1989202	\$2,512,500	08/20/03	\$63.33	QUALITY INN & SUITES-FEDERAL	BC	1	Υ
160		213620	0607	6,524	2097917	\$1,251,442	01/24/05	\$191.82	AERO MOTEL	IG2 U/8	1	Y
160	040	215640	0322	9,419	1895579	\$700.000	07/01/02	\$74.32	3 BEARS MOTEL	H-C	1	Y
160		232204	9068	34,786	1996412	\$2,390,000	10/16/03	\$68.71	DAYS INN	GC-MU	1	Ý
160		232204	9068	34,786	2048121	\$2,500,000	06/09/04	\$71.87	DAYS INN	GC-MU	1	Y
160		250060	0085	28.035	2086297	\$2,089,800	11/24/04	\$74.54	GARDEN SUITE MOTEL	H-C	1	Y
160		250060	0370	22.800	2081336	\$1.683.118	10/29/04	\$73.82	KINGS ARMS MOTEL	RM-900	1	Y
160	040	273410	0245		1978408	\$320,000	08/01/03	\$83.12	CHIEF SEATTLE MOTEL	C1-40	1	Y
160		282204	9214		2060317	\$1,165,000	08/03/04	\$97.17	TRAVEL INN MOTEL	C-C	1	Y
160	040	282304	9180	132.662	2046048	\$14,809,602	06/03/04	\$111.63	HOLIDAY INN - SEATAC	CB-C	3	
160		282605	9136	- ,	2050107	\$6,400,000	06/25/04	\$215.69	SILVERCLOUD MOTEL	FC I	1	Y
160	020	322505	9036	85,188	2030107	\$11,500,000	04/16/04	_	RED LION BELLEVUE INN	OLB	1	Y
160	040	332304	9142	36,648	2017216	\$3,000,000	01/30/04	\$81.86	TRAVELODGE SEATAC	CB-C	1	Y
160	040	332304	9162	32,394	2024346	\$4,150,000	03/13/04	\$128.11	DAYS INN-SEATAC	CB-C	1	Y
160		344500	0132		2024346	\$5,120,000	12/29/03	\$0.00	SLEEP INN - SEA-TAC	CB-C	1	Y
											2	
160	040	346880	0465	3,764	1976706	\$350,000	07/15/03	\$92.99	MUNSON MOTEL	C1-40	2	Y
160		525430	0015		2002851	\$1,060,000	11/17/03		SHORELINE MOTEL	RB	1	Y
160		531510		13,042	2055248	\$2,800,000	07/16/04		TRAVELODGE MOTEL	TC	1	Y
160		537980	1020	44,580	2066502	\$3,479,120	08/12/04	\$78.04	SUTTON SUITES	UH-900	1	Y
160			1090	6,384	1905016	\$716,000	08/19/02		THUNDERBIRD MOTEL	C1-40	1	Y
160	030	604640	0805	6,382	1963830	\$936,000	06/04/03		SUN HILL MOTEL	C1-40	1	Y
160		614970	0055	41,704	2069205	\$3,232,100	09/09/04	\$77.50	BEST WESTERN EVERGREEN INN		1	Υ
160	030	643000	0810	-,	1995965	\$1,849,500	10/16/03	\$99.02	EVERSPRING INN	C1-40	1	Υ
160		720241	0060		1934865	\$26,907,000	01/16/03	\$236.71	MARRIOT RESIDENCE INN - REDM		1	Υ
160	020	720241	0080	159,508	2055711	\$55,557,000	07/06/04		REDMOND TOWN CENTER. Full se		1	Υ
160		736060	0400	18,630	2103904	\$2,100,000	02/23/05	\$112.72	ECONO LODGE-AIRPORT	RC	1	Υ
160	010	766620	2345	254,273	1961408	\$77,082,725	05/23/03	\$303.15	SEATTLE WATERFRONT MARRIOT		1	Υ
160		775780	0010		2065641	\$6,000,000	08/24/04	\$96.45	HOLIDAY INN HOTEL & SUITES. Fu		1	Υ
160	040	775980	0010		2044680	\$4,500,000	06/03/04	\$84.56	COMFORT INN - KENT	GWC	1	Υ
160		797820	0020		2044706	\$1,600,000	06/03/04		EASTWIND MOTEL	BC	1	Υ
160		797820	0070		1870365	\$389,000	02/26/02		RIDGE CREST MOTEL	RM3600	1	Υ
160	030	926670	0955	6,373	1973339	\$786,579	07/14/03	\$123.42	THE GEORGIAN MOTEL	C1-40	1	Υ